



FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.

75 YEARS

[www.fnyip.com](http://www.fnyip.com)

2018 Summer Edition

### EXECUTIVE BOARD

#### **PRESIDENT**

Robin Grzechowiak

#### **VICE PRESIDENT/PRESIDENT ELECT**

Connie Smith

#### **RECORDING SECRETARY**

Joanne Gifford

#### **CORRESPONDING SECRETARY**

Karen Moss

#### **TREASURER**

Diane Hazelton

#### **REGIONAL DIRECTORS**

Fran Scott—Region 1

Laurie Schroeder—Region II

Holly Stachnik—Region III

Michelle DiMartile—Region IV

### **PRESIDENT'S MESSAGE**



Greetings everyone,

I hope you are all enjoying the beautiful summer we've been blessed with so far!

Congratulations to North Country Insurance Professionals on celebrating their 55<sup>th</sup> Anniversary last month. Vice President, Connie Smith and myself attended the event, and we had such a wonderful time. Thank you to Robin Miller for showing us around the beautiful town of Waddington and for all of her and Bob's hospitality. Seeing everyone was great and we totally enjoyed our visit.

Also, congratulations to all of the new incoming officers and board members of all of FNYIP's Associations. Thank you for stepping up to take on these leadership roles and I encourage all of our members to think about doing so in the future.

Thank you to Karen Moss and Janice Goody who attended the Special Olympics' Summer Games in June. Janice sent a follow-up letter to them, along with FNYIP's donation. She also gave them the information of our 2019 Convention, so they can "Save the Date" and plan on joining us next May.

Continued on next page



### President's Message Continued

I am really looking forward to traveling to all of your associations this year! So far, we have heard from Region II and their Presidents' meeting is scheduled for August 14<sup>th</sup>. As soon as you have the dates set for your meetings and locations, and/or any other special events your association is planning, please get that

information to me. I will make every effort to attend as many events as possible.

Just another reminder that our Fall Board Meeting will be held on Saturday, October 13th, at the One Group Offices, 706 Clinton St., in Syracuse, NY. Complete details will be forthcoming. Note that it is very important that all Board members attend this meeting, so please mark your calendars.

In closing, please do not ever hesitate to contact me with any questions or suggestions. I can be reached via email at [rgrz79@roadrunner.com](mailto:rgrz79@roadrunner.com) or on my cell phone at 716-949-9668.

Respectfully Submitted,

*Robin*

Robin Grzechowiak

President

### Awards/Safety Chair

The Awards/Safety Chairperson chooses the theme for our annual Safety Poster Contest.

This year's theme is Classroom Safety. In the past, our Association worked with a local grammar school and made this an event. We invited the students, their parents, their teacher and school principal to our monthly meeting where we presented them with a small token of our appreciation and certificate. Another suggestion, contact your local Boy and Girl Scout troops. They all have to work on getting badges and I am sure this could help.

The posters must be 11x14 in dimension. The children can use crayons, markers, paint, pencil, etc. Please be sure that each entry includes the child's name and age group. There are two (2) age categories, 8-9 year old and 10-11 year old. All posters must be by the Safety Chair on the first day of convention. There will be one (1) \$50 winner in each age category and certificates will be awarded to 1st, 2nd and 3rd place winners in each group.

The award for Outstanding Association of the Year, will be judged on your power point submissions. Be sure to include your Safety Projects, Publicity, Networking, Education and Community Service Events. The power point template will be on the website. Please do not add or subtract pages, as the judging is based on the same size template for each Association. The deadline for submitting the power points will be March 15, 2019.

Respectfully submitted,

*Laurie Muschitiello*, FIPC  
<mailto:laurieb@mbs-lc.com>

## Special Olympics New York Summer Games

It is always exciting to be at Special Olympics. The Athletes create so much enthusiasm and energy.

Just a couple of weeks ago, Karen Moss and I attended Opening Ceremonies for the New York Special Olympics Summer Games that were being held at Siena College, Loudonville, NY. As a result, of our donations to the local regions and Special Olympics NY, the Federation of New York Insurance Professional was a **Silver Sponsor for the Summer Games.**

As the 1700 Athletes from 9 regions entered the stadium and proceeded to their seats, each athlete gave “hi-fives” to the long line of their fiends and supports, who were waiting to return the “hi-fives”. Who were the givers? Who were the recipients? I could not tell – everyone had broad smiles and good wishes for the other.

As of July 1, 2018, SONY will have a new President and CEO -her name is Stacey Hengsterman. Stacey was introduced to everyone at the event.

As part of the Opening Ceremonies, Neal Johnson was awarded “The Bernadine of Siena Medal.” This is an Honorary Degree at Siena College and is the highest honor the College can bestow on an individual. Congratulations Neal!

In addition, New York Special Olympics has started the Neal J. Johnson Athlete of the Year Award, as of 2018. The Athlete Recipient Doug Paterson.

Of course, the most exciting part of the Opening Ceremonies is the Torch Lighting – The members of the local Law Enforcement came into the stadium handed the torch over to an athlete; the Torch was lit, and the games began with some beautiful and noisy fireworks. There were lots of oohs and ahhs.

You, your fellow members, family, friends and volunteers do many wonderful, generous, giving and selfless time and effort to all the Community Service Organization you support. To quote Neal Johnson “ We work hard and We play hard” What a great combination.

Respectfully,

Janice Goody  
Community Service Chair



*It's great not only talking about community service in theory but actually doing it.*

Adam Gardner

*Our members are leaders among the elite of our industry.*



*" Individually, we are one drop.  
Together, we are an ocean"*

Ryunosuke Satoro, Poet

## **BULLETIN SCHEDULE**

We're shooting for quarterly newsletters this year but that's only possible with YOUR help!  
Here's the schedule we'd like to stick to please.



<b>NEWSLETTER</b>	<b>FIRST REMINDER</b>	<b>DUE BY</b>	<b>RELEASE BY</b>
JULY 2017	6/20/2018	7/1/2018	7/10/2018
OCTOBER 2017	9/20/2018	10/1/2018	10/10/2018
JANUARY 2018	12/20/2018	1/1/2019	1/10/2019
APRIL 2018	3/20/2019	4/1/2019	4/10/2019

## **PUBLICITY**

Please don't hesitate to reach out to me and I'll do my best to free FREE advertising or event listings in your associations local area newspapers, church bulletin (if you provide me with the church's info), etc.

## Region 1

Hello President Robin, Vice President Connie, fellow Membership,

Summer has arrived and I hope everyone enjoys this beautiful weather.

Region 1 hopes all had a fantastic time at convention and look forward to 2019 Convention being hosted by Buffalo.

As Region 1 director I had the pleasure of being installed as President of IPOC for the 2018-2019 year.

Guest for the evening was Mrs. Holst from Orange Ulster County BOCES. We gave her a donation on behalf of Special Olympics.

IPOC Honored Audrey Armendarez as Past President of FNYIP 1986 with a Diamond picture frame commemorating FNYIP 75<sup>th</sup> Diamond Jubilee. IT was great.

I look forward to finishing out this year as President and looking for new ways to attract new members.

June meeting we had the pleasure of installing Samantha Rheel as 2018 - 2019 1<sup>st</sup> member. We are delighted to have her. Several other gals attended and we look forward in seeing them join our Association. As she was installed she also was given a Flag in honor of Flag Day.

Greg Townsend of Marshall & Sterling Insurance Co. was installed as our Honoree member. Rhonda Marino, Office Manager and member of IPOC graciously accepted on Mr. Townsend's behalf since he was unable to attend the meeting. Marshall & Sterling has been a big supporter of IPOC. Mr. Townsend was also given a Flag in honor of Flag Day.

Joe Armendarez was honored by IPOC for his service to our Country. Since it was Flag Day, we honored him and remember those Men and Women who dedicate themselves to this great Country. He was given a Flag as a Thank You.

I then attended Westchester's Installation dinner on June 20, 2018.

It was nice to revisit with members and hear how they are continuing to grow there Association. I had the pleasure of meeting there new member Donna, Her Employer, Belfor Restoration is committed to the FNYIP as well as Local Associations, IPOC, IPALI and now Westchester. We truly appreciate Employers who know the value these associations can bring to them as well as their Employees. Her energy is surely going to be an asset to this Association. She was already talking about being an officer and attending Convention.

On June 26, 2018 I attended Insurance Professionals of Long Islands annual Installation Dinner.

It was nice to see representation from IPOC, Queens, and Westchester in attendance.

A Proclamation was given to President Debora Holmes from a Representative from the County Executive's office.

We met with their Special Olympic candidate. We had a great time dancing and seeing how appreciative he and his family are with the donation IPALI gives to their Chapter each year. We also met and spoke to a Representative from Safe homes. She read a letter of thanks for the donation IPALI gave them which was used to help her and her family move out and start a new life.

Everyone enjoyed there evening.

It has been a pleasure being Region 1 Director and I look forward in seeing all soon.

I Believe in We, Not I, We are One !

Sincerely,

Fran Scott Region 1 Director



## Region 1 Cont.

IPOC installation Dinner 2018



IPOC 1986 FNYIP Pres. Audrey Armendarez and Friends



Installation Dinner for IPALI



Proclamation presented to IPALI by Long Island County Executive Representative



Retiring President Coop Caldwell is wished good luck on his retirement and all he has contributed to WIP.

We wish you well on your retirement

\*\*\*\*\*



Installation Dinner for Westchester Insurance Professionals



## Region 2

It has been a couple of months since installation and the start of my second term as Region 2 Director.



On Thursday June 14, 2018 I had the pleasure of attending the Insurance Professionals of Albany's Installation of Officers at Scarborough's Restaurant, Latham, NY. In addition to the IPA members, Karen Moss and I were in attendance. Karen so eloquently performed the installation and I was the official photographer.

Above - IPA members from left: Jean Prater, Pat Crawford, Linda Echevarria Konig, Carol Zembruski & Nancy Cashman. At right: Karen Moss



Annually members of IPFC along with family members assist the Gloversville Parade Committee to place more than 2,400 American Flags on the Veteran's graves at the Ferndale Cemetery in Johnstown, NY. This year on May 18, 2018 there was quite the turn out. In addition to the IPFC group there were two additional Gloversville Middle School Builders Club members who joined as part of their community service. (Shown above) Insurance Professionals of Fulton County members were Trudi Cromling, Brenda Christman, Donna Albanese, Rocky Snell, Louise Mead, Retiree Toni Hallenbeck, Cathy Levee and Laurie Schroeder. Family members and Friends included Pat & Maddie Cromling, Alison Miller, Chad Gilbert, Bella Gilbert, Kaleb Sleezer & Elijah Claus.

Before the summer gets away from me, I am also currently working on dates and locations of our Summer President's meeting. Happy Summer!

Regards, Laurie Schroeder, FIPC

## Region 4

The FNYIP Convention will be held in Rochester, NY and will be co-hosted by both Region IV local associations. Within the next few months we will be busy making plans and working with our State Convention Chair, Jen Hawes.

The convention dates are May 2<sup>nd</sup> – May 5<sup>th</sup>, 2019 and it will be held at the Rochester Riverside Hotel. Here is a link if you would like to take a look! <https://www.rochester-riverside-hotel.com/>  
More information regarding the convention will follow this fall.

Planning for the Region IV Presidents meeting is in the works and will most likely be held in Batavia, NY again this year.

I hope everyone is enjoying the summer! See you soon!

Respectfully submitted,

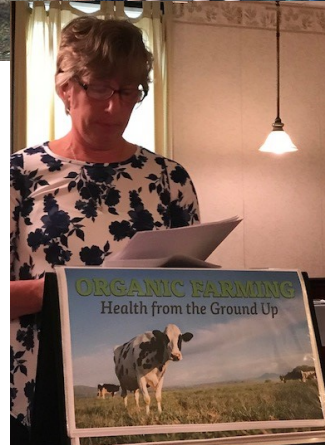
Michelle DiMartile, API, CPIW, FIPC  
Region IV Director  
[dimartile@russellbond.com](mailto:dimartile@russellbond.com)





## Insurance Professionals of Fulton County

The Insurance Professionals of Fulton County were very busy this spring. In May, we held a garage sale as a fundraiser at the CDL Agency, where members Laurie Merrow and Heidi Colson hosted our event. Shirley Sammons-Hudyncia, co-owner of Hu-Hill Farm Store in Fort Plain, NY spoke to us on the benefits of purchasing certified organic food products. Also, in May, we placed flags on Veterans' graves at our local cemetery.



In June, we hosted another garage sale, this time at the office of the Hoy Agency, where member Trudi Cromling was our host for the day. We also collected used eye glasses at our offices to donate to the Lions Club. At our June meeting, we invited our retirees to join us for a fun meeting. Judy Feldman and Jan Ryder joined us for the event. We discussed plans for our 75th anniversary year, which is in 2019.





# ***FNYIP Newsletter***

## **Advertising Contract**

The Federation of New York Insurance Professionals Inc (FNYIP) is an organization of 12 local associations located throughout New York State. It's members represent a cross section of professionals in the insurance and related industries. We publish an electronic newsletter approximately four times each year. The intent is to help us network and keep up-to-date with all groups across the state. We strive hard to keep our costs to a minimum so we have funds available to support our annual convention and the Education programs held during that weekend.

You can help keep our programs affordable by supporting FNYIP through one of all of our newsletters. The newsletter is available to members and non-members on our website: [www.fnyip.com](http://www.fnyip.com)

### **Newsletter Advertisement Reservation Form**

Full Page	\$100 one issue	\$300 four issues
Half Page	\$ 80 one issue	\$250 four issues
Qtr Page	\$ 50 one issue	\$150 four issues
Business Card	\$ 25 one issue	\$ 75 four issues

Name \_\_\_\_\_ Company\_\_\_\_\_

Address \_\_\_\_\_

Local Association \_\_\_\_\_

Telephone Number \_\_\_\_\_

Email: \_\_\_\_\_

Signature\_\_\_\_\_ Date\_\_\_\_\_

\* \* \* \* \*

Please forward your artwork, a signed contract and your check or credit card form payable to FNYIP to the address below:

Linda M Potwora, CIC, FIPC  
5360 Murphy Road  
Orchard Park, NY 14127

Phone: 716-912-5014  
Email: [Potwora@aol.com](mailto:Potwora@aol.com)  
Fax: 716-662-2263

TOTAL \$ \_\_\_\_\_ Charge to \_\_\_ Amex \_\_\_ Discover \_\_\_ Visa \_\_\_ Master Card

Exp                      Sec  
Date                      Code

Cardholder's Name \_\_\_\_\_ Signature \_\_\_\_\_

## REMEMBER..... THE POWER OF ONE!

Have you ever thought about the power of ONE? ONE moment in time, ONE person or ONE event can change things forever. YOU ARE ONE and YOU have the power to change things.

If each ONE of us could bring ONE new prospective member to our local Association meetings, then our numbers could double.

If each ONE of us could sell ONE journal ad, then we would have close to 600 journal ads in our journal.

If ONE of each Association in each region took an ad in the Federation Journal, it would help the cost of the journal down.

If each ONE of us could bring a first timer to convention, think of the attendance. If each ONE of us could entice a vendor or exhibitor to attend or sponsor an event at convention, think of the results. It could be ONE of the best conventions ever!

I know we hear this same song each year, but I challenge each and every member and Association of FNIP to the POWER OF ONE!

PLEASE REMEMBER, YOU HAVE THE POWER OF CHANGE!

Never underestimate the power of one tree.....



**THE GREATER THE  
LOYALTY OF A GROUP  
TOWARD THE GROUP, THE  
GREATER IS THE  
MOTIVATION AMONG THE  
MEMBERS TO ACHIEVE THE  
GOALS OF THE GROUP, AND  
THE GREATER THE  
PROBABILITY THAT THE  
GROUP WILL ACHIEVE ITS  
GOALS.**  
RENSIS LIKERT

QuotePixel.com



**FEDERATION OF NEW YORK INSURANCE PROFESSIONALS, INC.**

For additional information about FNYIP and it's board members or sister organizations, please don't hesitate to reach out to :

Robin Grzechowiak, FNYIP President  
79 Jasmine  
West Seneca, NY 14224  
Email: [rgrz79@roadrunner.com](mailto:rgrz79@roadrunner.com)  
Phone: 716-949-9668